1991 ANNUAL INDEX

VOLUME 44

INDEX BY SUBJECT

■ Agency

Do We All Agree?, *Michael L. Murray, Ph.D., CPCU, CLU, Editorial, March 1991, p. 3.*

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■ Automobile Insurance

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■ Aviation Insurance

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■ Claims

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The Importance of Work, *Jon Gice, CPCU, Opinion, December 1991, p. 201.* The importance of work may seem obvious, but for those who handle workers compensation claims, it is essential to remember this importance. There are a number of historical, societal and psychological aspects to consider regarding the importance of work. This article provides a broad perspective on these aspects.

The Misguided Use of Reasonable Expectations in Long-Tail Products Liability, *William J. Warfel, Ph.D., CPCU, March 1991, p. 46.* The author makes the case that courts have ignored contract law and have used the doctrine of reasonable expectations to maximize coverage in long-tail liability cases. In so doing, the courts have rendered decisions that the author considers shortsighted and unfair to insurers and their policyholders.

■ Computers

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■ Decision Making

Fuzzy Logic and Insurance Decisions, *Mark Jablonowski, CPCU, September 1991, p. 181.* Most decision making by risk analysts in the fields of insurance underwriting, risk management, and loss control is based on tried and true "rules of thumb." Formalizing these rules is a task for fuzzy logic. This article is a review of fuzzy logic and its application to decision making.

■ Economics

The Effect of Rate Regulation on Underwriting Cycles, *Sharon Tennyson, Ph.D., March 1991, p. 33.* This paper addresses two weaknesses of previous studies of the effects of rate regulation on underwriting cycles by utilizing a multiple regression framework, and by using a large panel of data to control for differences between states, across lines of insurance and over different phases of the cycle. Rate regulation is found to increase underwriting risk faced by insurers, to the extent that this can be measured by loss ratio variability, and does not significantly reduce the cyclic extremes that contribute to crises in the industry.

■ Ethics

Factors Influencing the Ethical Decision Making of CPCUs, *Robert W. Cooper, Ph.D., and Garry L. Frank, Ph.D., June 1991, p. 84.* CPCUs in a variety of positions in the property-liability insurance industry were surveyed to gather information on the factors that help and hinder their efforts to respond eth-

1991 ANNUAL INDEX

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ically to various dilemmas encountered in their work. The findings have a number of implications for the Society as both the professional association and its individual members strive to enhance the ethical environment in the industry.

More on Ethics, *Herbert Lapidus, CPCU, Letter, March 1991, p. 6.*

On Ethics, *Richard D. Conway, CPCU, Letter, June 1991, p. 69.*

On Ethics, *James A. Sadler, CPCU, Letter, September 1991, p. 135.*

Professional Ethics and the Insurance Professional, *Dennis J. Ryan, CPCU, September 1991, p. 152.* Principles of professional ethics are developed and then applied to the insurance environment. This article presents a model for understanding and resolving ethical problems that confront insurance professionals.

We Need Ethical Insureds Also, *Michael L. Murray, Ph.D., CPCU, CLU, Editorial, June 1991, p. 67.*

■ Financial

The Combined Ratio as a Profit Measure, *Michael M. Barth, CPCU, December 1991, p. 239.* This article suggests a formula for computing a forward operating ratio that corrects many of the shortcomings of the calendar-year combined ratio as well as some of the mismatching problems of the operating ratio. The forward operating ratio offers a mechanism to compare economic profit margins of individual lines or companies, as well as a means to measure a company's investment leverage.

Comments on "Insurance: The Next Industry in Crisis?", *James Barrese, Ph.D., Opinion, March 1991, p. 9.* This is a response by the author of the article on "Assessing the Financial Condition of Insurers" to the Public Citizen report.

Insurance Insolvency: S & L Does Not Equal P & C, *Emilio Palermo, September 1991, p. 140.* This article traces the genesis of the "insolvency crisis" to the unprecedented inflation of the early 1980s that raised risk levels and increased insolvency rates across industries. Thrifts, however, were accorded special treatment that more recently had led to a still higher rate of insolvency. Moreover, some current regulatory actions may be counter-productive to increased and needed solvency surveillance by regulators.

■ Insurance Education

CPCU for New Employees?, *Joseph P. Decaminada, J.D., CPCU, CLU, ChFC and Numan A. Williams, Ph.D., CPCU, CLU, December 1991, p. 232.* Thirty-two insurance chief executive officers provided statements concerning the CPCU program for new employees who have just recently graduated from college. With but very few exceptions, top management people prefer that new graduates begin work on the CPCU designation early in their insurance career.

Curriculum Recommendations for an Insurance Major, *Numan A. Williams, Ph.D., CPCU, CLU, September 1991, p. 174.* Curriculum recommendations from members of The Society of CPCU and from members of the Society of Insurance Trainers and Educators are compared with similar recommendations from professor members of the American Risk and Insurance Association. Findings indicate that industry professionals generally agree on the course contents leading to a bachelor's degree in insurance.

What's to Like in September, *Michael L. Murray, Ph.D., CPCU, CLU, Editorial, September 1991, p. 131.*

■ Liability

Cost Effects of Comparative Negligence: Tort Reform in Reverse, *Daniel T. Winkler, Ph.D., George B. Flanigan, Ph.D., CPCU, and Joseph E. Johnson, D.B.A., CPCU, June 1991, p. 114.* See Automobile Insurance.

Managing the Risk of Employee Benefits Exposures, *Michael J. McNamara, Ph.D., March 1991, p. 24.* The author considers three distinct employee benefits-related exposures: administrative (errors and omissions) liability, discretionary (fiduciary) liability, and dishonesty (fidelity) exposures. The purpose of this article is to examine these liability and fidelity exposures and to discuss how these exposures should be handled. The paper is written from a risk management perspective.

The Misguided Use of Reasonable Expectations in Long-Tail Products Liability, *William J. Warfel, Ph.D., CPCU, March 1991, p. 46.* See Claims.

■ Management

Avoid Hostile Takeovers: Own Insurance Companies, *James G. Leach, J.D., CPCU, CLU, Opinion, June 1991, p. 71.* The author presents a case for owning property and casualty insurance companies as a defense against hostile takeovers.

CPCU for New Employees?, *Joseph P. Decaminada, J.D., CPCU, CLU, ChFC, and Numan A. Williams, Ph.D., CPCU, CLU, December 1991, p. 232.* See Insurance Education.

A Pledge of Lifetime Insurability, *James W. Cannon, View From the Top, September 1991, p. 138.*

Re: "Insurance Industry Gender Discrimination", *Joan Peterson, CPCU, Letter, December 1991, p. 198.*

Too Few Women Executives in Insurance: Where's the Fault?, *Michael L. Murray, Ph.D., CPCU, CLU, Editorial, December 1991, p. 195.*

■ Property Insurance

Using Earthquake Probabilistic Analysis to Buy Catastrophe Reinsurance, *K. Mark Russ III, CPCU, June 1991, p. 102.* This article discusses the drawbacks of the California Probable Maximum Loss (PML) Evaluation Program when used to quantify an earthquake portfolio's exposure on a net and ceded basis. Also the amount of catastrophe reinsurance to buy and its true cost versus the market cost is indicated.

■ Ratemaking

Maximum Limits for Retrospectively Rated Reinsurance Treaties, *Gunnar Benktander and Gary Patrik, CPCU, December 1991, p. 227.* The authors propose a method for establishing per-claim or per-occurrence limits for retrospectively rated reinsurance treaties. This method should help to lessen some of the abuses and excess variability in rating these treaties.

Retrospective Rating: Pitfalls for Insurers to Avoid, *Claude C. Lilly III, Ph.D., CPCU, CLU, December 1991, p. 219.* The author examines some of the problems that insurers can encounter when they sell retrospective rating plans. He focuses on the need to explain to consumers what they are purchasing and on the need for internal consistency between the documents attached to a policy that is retrospectively rated.

Using Earthquake Probabilistic Analysis to Buy Catastrophe Reinsurance, *K. Mark Russ III, CPCU, June 1991, p. 102.* See Property Insurance.

■ Regulation

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The Combined Ratio as a Profit Measure, *Michael M. Barth, CPCU, December 1991, p. 239.* See Financial.

The Effect of Rate Regulation on Underwriting Cycles, *Sharon Tennyson, Ph.D., March 1991, p. 33.* See Economics.

Insurance Insolvency: S & L Does Not Equal P & C, *Emilio Palermo, September 1991, p. 140.* See Financial.

The McCarran-Ferguson Act: An Invitation to "State Action", *James F. Perry, J.D., September 1991, p. 162.* This article represents both an historical look at the McCarran-Ferguson Act and a challenge to those who would "promote free competition in the sale of insurance" to identify the real barriers to competition, the various state price control laws.

More on Repeal of McCarran-Ferguson, *Thomas G. Pace, CPCU, Letter, March 1991, p. 6.*

On Rebate Debate and Editorial, *Julien Alexandre, CPCU, CLU, Letter, June 1991, p. 69.*

On Rebate Debate and Editorial, *Mark Sherman, CPCU, CLU, Letter, June 1991, p. 69.*

■ Reinsurance

Maximum Limits for Retrospectively Rated Reinsurance Treaties, *Gunnar Benktander and Gary Patrik, CPCU, December 1991, p. 227.* See Rate Making.

Using Earthquake Probabilistic Analysis to Buy Catastrophe Reinsurance, *K. Mark Russ III, CPCU, June 1991, p. 102.* See Property Insurance.

■ Risk Management

A Strategic Approach to Designing the Optimal Primary Casualty Risk Financing Program, *Patrick M. Lynch, CPCU, CPA, and Timothy J. Metke, December 1991, p. 204.* This article demonstrates how, by first considering a firm's financial profile and its operational requirements, the risk manager, chief financial officer, and agent/broker are able to design the optimal primary casualty risk financing program with minimal expenditure of time and money. Three case studies are included to demonstrate this procedure.

■ Risk Retention

A Strategic Approach to Designing the Optimal Primary Casualty Risk Financing Program, *Patrick M. Lynch, CPCU, CPA, and Timothy J. Metke, December 1991, p. 204.* See Risk Management.

■ Underwriting

Fuzzy Logic and Insurance Decisions, *Mark Jablonowski, CPCU, September 1991, p. 181.* See Decision Making.

Is There an Aviation Insurance Crisis?, *John Scott Hoff, J.D., June 1991, p. 74.* See Aviation.

Re: "Earthquake Probability Analysis", *Aaron E. Michel, CPCU, Letter, December 1991, p. 198.*

Retrospective Rating: Pitfalls for Insurers to Avoid, *Claude C. Lilly III, Ph.D., CPCU, CLU, December 1991, p. 219.* See Ratemaking.

■ Workers Compensation

AIDS: Workers Compensation Considerations, *Jon Gice, CPCU, March 1991, p. 20.* See Claims.

The Effect of Rate Regulation on Underwriting Cycles, *Sharon Tennyson, Ph.D., March 1991, p. 33.* See Economics.

The Importance of Work, *Jon Gice, CPCU, Opinion, December 1991, p. 201.* See Claims.

On AIDS Article, *Ronald Epstein, M.D., Letter, September 1991, p. 134.*

On AIDS and Workers Compensation, *Tom S. Wallace, CPCU, PE, Letter, September 1991, p. 134.*

Re: Low Back Pain Article, *Ernest B. Garrity III, CPCU, Letter, March 1991, p. 6.*

INDEX BY AUTHORS

Barrese, James
Comments on "Insurance: The Next Industry in Crisis?", *Opinion*, March 1991, p.9.

Barth, Michael M.
The Combined Ratio as a Profit Measure, December 1991, p. 239.

Benktander, Gunnar
Maximum Limits for Retrospectively Rated Reinsurance Treaties, December 1991, p. 227.

Cannon, James W.
A Pledge of Lifetime Insurability, *View from the Top*, September 1991, p. 138.

Cassidy, Steven M.
Insurance Agent Computer Usage, June 1991, p. 108.

Connecticut Chapter, The Society of CPCU
Why Insurance Producers Leave Independent Agencies: A Study of Producer Turnover, March 1991, p. 12.

Cooper, Robert W.
Factors Influencing the Ethical Decision Making of CPCUs, June 1991, p. 84.

Decaminada, Joseph P.
CPCU for New Employees?, Numan A. Williams, December 1991, p. 232.

Flanigan, George B.
Cost Effects of Comparative Negligence: Tort Reform in Reverse, June 1991, p. 114.

Frank, Garry L.
Factors Influencing the Ethical Decision Making of CPCUs, June 1991, p. 84.

Gice, Jon
AIDS: Workers Compensation Considerations, March 1991, p. 20.

The Importance of Work, *Opinion*, December 1991, p. 201.

Hoff, John Scott
Is There an Aviation Insurance Crisis?, June 1991, p. 74.

Jablonowski, Mark
Fuzzy Logic and Insurance Decisions, September 1991, p. 181.

Johnson, Joseph E.
Cost Effects of Comparative Negligence: Tort Reform in Reverse, June 1991, p. 114.

Leach, James G.
Avoid Hostile Takeovers: Own Insurance Companies, *Opinion*, June 1991, p. 71.

Lilly, Claude C. III
Retrospective Rating: Pitfalls for Insurers to Avoid, December 1991, p. 219.

Lynch, Patrick M.
A Strategic Approach to Designing the Optimal Primary Casualty Risk Financing Program, December 1991, p. 204.

McNamara, Michael J.
Managing the Risk of Employee Benefits Exposures, March 1991, p. 24.

Metke, Timothy J.
A Strategic Approach to Designing the Optimal Primary Casualty Risk Financing Program, December 1991, p. 204.

Murray, Michael L.
Do We All Agree?, *Editorial*, March 1991, p. 3.

Too Few Women Executives in Insurance: Where's the Fault?, *Editorial*, December 1991, p. 195.

We Need Ethical Insureds Also, *Editorial*, June 1991, p. 67.

What's to Like in September, *Editorial*, September 1991, p. 131.

Palermo, Emilio
Insurance Insolvency: S & L Does Not Equal P & C, September 1991, p. 140.

Patrik,Gary
Maximum Limits for Retrospectively Rated Reinsurance Treaties, December 1991, p. 227.

Perry, James F.
The McCarran-Ferguson Act: An Invitation to "State Action," September 1991, p. 162.

Russ, Mark K. III,
Using Earthquake Probabilistic Analysis to Buy Catastrophe Reinsurance, June 1991, p. 102.

Ryan, Dennis J.
Professional Ethics and the Insurance Professional, September 1991, p. 152.

Tennyson, Sharon
The Effect of Rate Regulation on Underwriting Cycles, March 1991, p. 33.

Warfel, William J.
The Misguided Use of Reasonable Expectations in Long-Tail Products Liability, March 1991, p. 46.

Williams, Numan A.
CPCU for New Employees?, December 1991, p. 232.

Curriculum Recommendations for an Insurance Major, September 1991, p. 174.

Winkler,Daniel T.
Cost Effects of Comparative Negligence: Tort Reform in Reverse, June 1991, p. 114.